

**Matthew R. S. DeAngelo**

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**Professional Summary**

Dedicated customer service and sales professional with extensive experience in security alarm system sales, installation, and solar systems. Highly motivated, hardworking, and skilled in fostering customer relationships to drive sales and business growth. Adept at managing teams, providing exceptional customer service, and working independently to achieve company goals.

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**Skills & Competencies**

- Exceptional customer service
  - Excellent people and management skills
  - Customer-oriented approach
  - Fast learner and adaptable
  - Sales and retail experience
  - Strong work ethic with the ability to work independently
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**Professional Experience****Playground Miami / The Grounds / Speak Easy Members Only Club**

*March 2025 – Present*

- Provide a high-end nightlife experience in Miami catering to elite clientele, including actors, musicians, and athletes.

**America's Best Security, Solar & Surveillance Technologies, LLC**

*June 2023 – Present*

- Own and operate a security, solar, and surveillance company offering residential and commercial solutions.
- Manage a team of sales representatives conducting door-to-door and telecommunications sales.

**Sunlife Solar Systems – Solar System Sales Representative**

*October 2020 – Present*

- Educate customers on the financial benefits of solar energy.

- Generate new business through customer outreach, sales agreements, and credit discussions.

### **Alarm Systems Sales Representative**

*2010 – Present*

- Sell home security systems and ancillary products to residential customers.
- Conduct door-to-door sales, cold calls, and in-person consultations to assess security needs.
- Negotiate pricing, promotions, and service agreements with customers.
- Worked with various companies, including AMP, Elite, Point Security, ADT, and Brinks.

### **Alarm System Installation Manager**

*2010 – Present*

- Supervise and coordinate alarm system installations.
- Perform hands-on installation for customers following successful sales.

### **GNC – Sales Associate**

*2008 – 2010*

- Assisted customers in selecting vitamins and nutritional supplements based on their needs.
- Recognized as the top sales producer across three store locations.

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## **Education**

- **Sun Valley High School**, Matthews, NC – *Graduated 2004*
- **United States Navy** – *Enlisted 2005*
- **Broome Tech**, Broome, NY – *Sports & Classes (2004)*
- **Durham Tech**, Durham, NC – *Classes (2008)*
- **Alamance Community College**, Alamance, NC – *Classes (2009)*
- **South Piedmont Community College**, Monroe, NC – *Classes (2010)*